

# Acquisition Reform Success Story



## MC-130H Communication Navigation Upgrade (CNU)

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### Program Description

Generally, the CNU project provides the MC-130H Combat Talon II (CT-II) Warfighter with the increased military communication and navigation capability required for mission effectiveness in the next century. Specifically, the CNU integrates SATCOM Demand Assigned Multiple Access (DAMA) capability, the ARC-222 Single Channel Ground to Airborne Radio System (SINCGARS), the HF Automatic Communications Processor (ACP), and a 3.5" disk drive across the 1553B data busses. In addition, the CNU adds two additional 1553B data busses, upgrades the current Cryptographic capability, and locates all TRANSEC and COMSEC fill devices in one central location easily accessible to the Warfighter. The CNU consists of all non-recurring engineering, development, flight test, aircraft installations, and support equipment upgrades necessary to support the modification. Lockheed Martin Federal Systems is responsible for the CNU non-recurring effort, trial installation, flight test, kit proof, aircraft installations, and maintenance trainer upgrade.

### How Streamlining Made a Difference

Two initiatives were undertaken with this acquisition program. First, the Government and Contractor teams worked together to develop the proposal. The unified team worked from requirements definition to proposal submittal and jointly developed the Integrated Master Plan/Schedule, wrote the Statement of Work, determined the required CDRLs and level of tailoring, wrote the terms and conditions, and even prepared the budget information. The result was a seamless transfer of requirements information to the Contractor, and contract information to the Government which avoided costly proposal revisions that previously plagued the CT-II team. Second, an internally developed "Gate Process" was used to manage proposal preparation and program risk at appropriate times. Similar to the acquisition life cycle process, the "Gate Process" identified key proposal preparation phases, milestones, and entry/exit criteria. The result was a systematic plan for proposal preparation success clearly understood by all. Furthermore, the team was encouraged and empowered to resolve issues early, and the new approach to business resulted in the following measurable improvements:

\* "From" figures represent typical numbers from comparable MC-130H proposals.

Measure	From	To
Contract Value	\$27M	\$22M
CDRLs	84	39
No. of Proposal Revisions Requested	1 - 3 *	0
Negotiation Time	2-3 weeks *	7 hours

**Bottom Line:** By implementing teaming with the Contractor and the "Gate Process", a significant reduction in cost and schedule was realized and costly proposal revisions were avoided. Furthermore, Warfighter requirements are more clearly understood by the Contractor which will facilitate a faster, better, cheaper, and smoother CNU acquisition.